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November 11th, 2021

Dear ISTA Members,

We hope you had a great 2021 target year of shooting and that you were able to accomplish your trapshooting goals. It is always the goal of the ISTA to provide the best shooting experience possible. I made a promise to be as transparent as possible with the membership of the ISTA. Here is the first take on that promise. To be blunt, the ISTA, as an organization, is short on cash and is struggling financially. There are more bills to pay than cash on hand.

To provide you with some background on the situation, here is how we arrived at this junction. The ISTA functions as a large trap club and currently host two shoots per year. The main question here is, “How does a trap club make money?” We can do this by putting targets in the air. Essentially, we have twelve days out of the year to make money. With that being said, 2019 was a “normal” year. In the middle of the 2020 target year, COVID-19 presented us with a problem. All twelve days of making money that year were lost, so essentially there was zero income. There were still some expenses we incurred as we prepped for the 2020 shoots like trophies, maintenance, electrical upgrade, etc. Other expenses like insurance, property tax, and utilities also had to be paid.

We are in process of reviewing our 2020 and 2021 Profit/Loss statements. The bottom line is that we currently have about **$30,000** in bills to pay from 2021 shooting activities and very little cash to get these items settled with various vendors and service providers. In addition, we will have very little income until June 2022, which would be the SCTP State Shoot and will need cash to operate with to get us to that point. We are estimating that it will take **another $30,000,** for a **total of $60,000** in cash needs. We know this was caused by some extremely rare circumstances and a large capital improvement. We strongly believe we will be in a much stronger position after the 2022 SCTP shoot, **but we need your help and generosity to get us there.**

You may have a few questions in regards to this, so below are a few common questions with the answers.

1. What about the numbers provided at the 2021 State Membership Meeting? These figures did not include all of the expenses tied to the State Shoot.
2. What happened to the 2020 trophies that were paid for? Some of the trophies were able to be reused by changing the year with a new tag. There are others that may still be able to be used.
3. What are other items that may have impacted the situation? We had very little income in 2020 due to the SCTP and ISTA shoots being canceled and still had over $80,000 in expenses. The 2021 SCTP shoot had $25,000 less profit than 2019 due to increased expenses in labor, targets, etc. The 2021 Iowa State Shoot was slightly down in numbers as well. There was also $124,170 in electrical upgrades for 50-amp service for the campgrounds as a capital expense.
4. What is going to be done to prevent this from happening again in the near future? We are breaking down the numbers from the profit loss reports from the years of 2018 through 2021 to see what the trends are. Other things we are trying to address include what expenses can we cut, trim, or change; how can we bring more shooters to the shoots; and how to put more targets in the air.

We want to stress how urgent your support is as we have bills that need to be paid NOW. We are also investigating other ways to generate cash and will keep you posted on our progress.

We would greatly appreciate your consideration and generosity in helping the association through this tough time and will accept any amount you are willing to give. We can accept payments via the following:

* Mail a check to the Iowa State Trapshooting Association:
  + Tom Berry, 2286 242nd Ct Winterset, IA 50273
  + Tom is our closest board member to a depositing branch of our bank. Please use this address for donations only, not other ISTA business.
* VENMO: @IASTA
* Paypal: Iowa State Trapshooting Association or iowastateshoot@gmail.com

Please know we are working hard to get this situation resolved and continue to be the Best Shoot in the Land.

The money raised through this donation campaign will go towards the necessary items explained previously. Once those are taken care of, donations will go toward various areas listed below. This is not an inclusive list, but items that we know are coming up:

* Pay off the $25,000 line of credit that was taken to pay the sales tax and property tax, insurance, and vendor bills in September and October
* Have money to pay the property taxes in March
* Repair the camping water hook ups as many were damage at the Iowa State Trap Shoot due to being ran over
* Purchase targets for the upcoming year
* Continue to pay our month bills like utilities and insurance
* Make the final payment on the tractor the ISTA owns
* Refurbish Pat Traps and voice call units. This happens every year to ensure the equipment runs smoothly.
* Start replacing voice call units on a regular basis and
* Start replacing (4-6 year old) Pat Traps.

With the last two mentioned, the goal is to set a capital improvement plan to ensure our grounds are kept up to prevent many trap fields needing to be replaced all at one time.

Sincerely,

John Dvorak

John Dvorak

President

Iowa State Trapshooting Association